

## MID-CAP VALUE

FACT SHEET | September 30, 2017

### STRATEGY

- Seek to invest in attractively-valued companies generating positive free cash flow and improving returns
- Use integrated investment approach that combines proprietary quantitative screen and original fundamental research
- Employ bottom-up, team-based stock selection process
- Emphasize strict adherence to our style and risk control measures

### Top Ten Holdings<sup>2,3</sup> (%)

<b>Tyson Foods Inc</b> (Capital Goods)	2.9
<b>Ingredion Inc</b> (Capital Goods)	2.7
<b>Public Service Enterprise Group Inc</b> (Utilities)	2.7
<b>Realogy Holdings Corp</b> (Interest Rate Sensitive)	2.5
<b>Edison International</b> (Utilities)	2.5
<b>Spire Inc</b> (Utilities)	2.3
<b>AmTrust Financial Services Inc</b> (Interest Rate Sensitive)	2.3
<b>Grifols SA</b> (Medical / Healthcare)	2.0
<b>Voya Financial Inc</b> (Interest Rate Sensitive)	2.0
<b>Investors Bancorp Inc</b> (Interest Rate Sensitive)	2.0
<b>Total (% of portfolio)</b>	<b>23.9%</b>

<sup>1</sup>Data is based on firm's Mid-Cap Value composite. Past performance does not guarantee future results and future performance may be lower or higher than the performance presented. See Performance Disclosure for additional performance information.

<sup>2</sup>Information presented is for a representative portfolio which is an account in the composite that we believe most closely reflects current portfolio management style for the strategy. Performance is not a consideration in the selection of the representative portfolio. The information of the representative portfolio shown may differ from that of the composite and of the other accounts in the composite. Information on this page is considered supplemental information to the Performance Disclosure. Weights may not sum to 100% due to rounding.

<sup>3</sup>The specific securities identified and described do not represent all the securities purchased, sold or recommended for clients in the composite and no assumption should be made that such securities or future recommendations will be profitable in the future.

<sup>4</sup>Source: FactSet

<sup>5</sup>Standard Deviation, Beta and Tracking Error statistics based on monthly data. Three years. Source: eVestment Alliance.

### Performance<sup>1</sup>

Periods Ended 9/30/17 (%)	QTD	YTD	Annualized Returns			
			1 Year	3 Years	5 Years	10 Years
Mid-Cap Value (gross)	1.19	2.74	11.21	11.25	14.72	7.28
Mid-Cap Value (net)	1.00	2.16	10.38	10.43	13.88	6.52
Russell Midcap <sup>®</sup> Value Index <sup>4</sup>	2.14	7.43	13.37	9.19	14.33	7.85
Calendar Year (%)	2016	2015	2014	2013	2012	2011
Mid-Cap Value (gross)	24.40	-0.28	14.08	32.17	13.75	1.19
Mid-Cap Value (net)	23.48	-1.03	13.24	31.21	12.97	0.51
Russell Midcap <sup>®</sup> Value Index <sup>4</sup>	20.00	-4.78	14.75	33.46	18.51	-1.38

### Portfolio Characteristics<sup>2,5</sup>

	Mid-Cap Value	Russell Midcap <sup>®</sup> Value <sup>4</sup>
Weighted Average Market Capitalization (\$ Mil)	\$11,182	\$13,498
Median Market Capitalization (\$ Mil)	\$8,514	\$7,097
Discount to Intrinsic Value	28.6%	-
Price/Book Value	2.3x	2.3x
Return on Assets	5.3%	3.9%
Long-Term Debt/Capital	43.4%	41.1%
Dividend Yield (1 year trailing)	2.1%	2.1%
Beta (3 Years)	0.99	-
Standard Deviation (3 Years)	10.81%	10.49%
Tracking Error (3 Years)	3.19%	-
Turnover (3 year average)	63%	-
Number of Holdings	60	-

### Sector Allocation<sup>2</sup>

	Mid-Cap Value	Russell Midcap <sup>®</sup> Value <sup>4</sup>	Relative Weights
Basic Materials	7.0	5.5	1.5
Capital Goods	12.8	12.4	0.4
Consumer	11.1	14.6 -3.5	
Energy	7.8	8.2	-0.4
Interest Rate Sensitive	21.0	20.7	0.3
Medical / Healthcare	8.5	6.6	1.9
REITs	10.8	14.0 -3.2	
Technology	8.6	7.3	1.3
Utilities	8.7	10.7	-2.0
Cash	3.8	0.0	3.8

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## Market Overview

After a weak start to the quarter, value stocks experienced a bounce as the potential for tax reform fueled optimism that lower corporate and individual taxes would boost economic growth. In addition, the Federal Reserve left rates unchanged and, despite recent inflation data remaining low, did not appear to alter its rate policy plans, which include at least one more rate hike in 2017. The continuation of gradual economic growth and the Fed's normalization of monetary policy were additional drivers of more economically sensitive stocks, such as domestic mid-cap value stocks. Importantly, the market's historically high valuation levels, combined with the backdrop of weak earnings growth, has appeared to increase investors' skittishness. This has resulted in a lack of tolerance for companies that fail to hit financial targets or reduce earnings estimates. While stocks that disappointed were hit hard, stocks that met expectations were bid up, regardless of valuation levels.

## Portfolio Commentary

Although value stocks began a rebound in September, the Denver Investments' Mid-Cap Value portfolio's return for the third quarter did not keep pace with the 2.14% return of its benchmark, the Russell Midcap® Value Index. Our strategy tends to lag in momentum-driven markets such as we've seen recently. This quarter's return was consistent with that pattern and, unfortunately, we exacerbated the downside with mistakes in fundamental projections for a handful of stocks.

## Contributors to Portfolio

The sectors that contributed most to the portfolio's return relative to its benchmark in the quarter were technology, capital goods, and utilities. From an individual stock perspective, Tyson Foods Inc. was the most significant contributor to the portfolio's performance. This processor and distributor of beef, chicken, pork and other prepared foods was the standout performer within the capital goods sector. Management reported strong financial results that beat anticipated revenues and earnings due to better-than-expected results within its chicken and prepared foods segments. Additionally, a late in the quarter boost to guidance for earnings estimates highlighted stronger protein supply and additional cost cutting opportunities across the prepared foods and chicken segments. Westlake Chemical Corp., a global manufacturer and marketer of basic chemicals, was another of the portfolio's top performers. The company's share price appreciated due to continued strong demand and restricted supply, driven by planned and unplanned plant outages, European mercury plant shutdowns, and increased regulatory-driven plant closures in China. Further contributing to the portfolio's performance was Dolby Laboratories Inc., an entertainment technology developer. Dolby produced solid financial results due to strong licensing growth, and further benefited from the announcement that Apple designed Dolby Vision into its consumer electronics ecosystem. Public Service Enterprise Group Inc., an electric and gas utility and independent power producer, was another strong performer in the quarter. The company's stock was helped by talk of regulatory reform of power markets, increased merger and acquisition speculation, and a Department of Energy initial proposal that could result in subsidies. Rounding out the portfolio's top contributors for the quarter was Radian Group Inc., a leading mortgage insurer. The company reported solid second quarter earnings that beat expectations and assuaged concerns that arose last quarter from an earnings miss.

## Detractors from Portfolio

The portfolio's weakest sectors relative to the benchmark for the quarter were the REITs, interest rate sensitive, and energy. From an individual stock perspective, Uniti Group Inc., a real estate investment trust that focuses on communication infrastructure assets, was the portfolio's largest detractor. Uniti's share price weakness was driven by the difficulties of its largest tenant, Windstream Holdings Inc. Global athletic shoe and apparel retailer Foot Locker Inc. reported a continuation of weaker-than-expected same-store sales results. Changing industry dynamics are moving faster and at a greater magnitude than expectations, which pressured the company's shares. Dick's Sporting Goods Inc., a sporting goods retailer, was another disappointing performer in the quarter. Consecutive weak quarterly financial results and a substantial reduction in guidance for earnings estimates due to the heightened promotional environment, weighed on shares. Pennsylvania and Louisiana producer of natural gas and liquids Range Resources Corp. was also a detractor. Its third quarter results slightly missed expectations that were based on an ambitious production growth target. Given the risk-off energy environment, the market had zero tolerance for this execution mishap. AmTrust Financial Services Inc., a provider of insurance services primarily to small businesses, was another weak performer in the quarter. Disappointments related to its auditor transition, a financial restatement, and delays in filing submissions all contributed to its weak results.

## Outlook and Positioning

Historically, valuation has been the largest factor that dictates stock performance over time. However, in shorter periods, that is often not the case and this year has, so far, been an example. We believe it is important to take a longer-term view as these types of momentum-driven markets have tended to be relatively short lived. In the current market, which may be overdue for a correction, we believe our strategy is positioned well for the future. In the meantime, we remain focused on our value-oriented, dividend-focused process, which we have refined over the past 18 years. We continue to work on sharpening our execution while also learning from our mistakes and stringently reviewing our underperforming stocks. We have added to positions that we believe have presented us with an opportunity on the pullback, where the long-term picture is unchanged despite the near-term weakness. We have sold positions that we believe will be unable to achieve our original predictions or where the risk to achieving it outweighs the potential reward. We continue to find opportunities across sectors as the market disregards valuation and are confident that the portfolio will bounce back from this tough period.

## Top 5 Contributors/Detractors (By Stock)<sup>2,6</sup>

Top 5 Contributors	Average Weight	Absolute Contribution to Return
Enerplus Corporation	2.26	0.47
Westlake Chemical Corporation	1.18	0.29
Radian Group Inc.	2.05	0.28
Oshkosh Corp	1.12	0.21
Tyson Foods, Inc. Class A	1.57	0.20

Top 5 Detractors	Average Weight	Absolute Contribution to Return
Uniti Group Inc	1.38	-0.70
Dean Foods Company	1.46	-0.68
Foot Locker, Inc.	0.91	-0.39
AMC Entertainment Holdings, Inc. Class A	0.74	-0.36
Aceto Corporation	0.92	-0.31

<sup>6</sup>The securities identified on this chart were determined after consistently calculating the weight of each holding in the representative account multiplied by the rate of return for that holding during the period. The securities identified do not represent all of the securities purchased, sold or recommended for advisory clients. You may obtain a complete list showing the contribution of each holding in the representative account to the overall account performance during the period presented by emailing [marketing@denvest.com](mailto:marketing@denvest.com) or calling 303.312.5000.

The performance data quoted represents past performance and does not guarantee future results. Current performance may be lower or higher than the performance data quoted. Investment return and principal value will vary, and initial investments may be worth more or less than their original investment. To obtain current performance as of the most recent month-end and for important performance disclosures, please see the strategy's composite performance at [www.denvest.com](http://www.denvest.com).

The Manager Commentaries contain certain forward-looking statements about the factors that may affect future performance. These statements are based on portfolio management's predictions and expectations concerning certain future events and their expected impact on the strategy, such as performance of the economy as a whole and of specific industry sectors, changes in the levels of interest rates, the impact of developing world events, and other factors that may influence the future performance of the strategy. Portfolio management believes these forward-looking statements to be reasonable, although they are inherently uncertain and difficult to predict. Actual events may cause adjustments in portfolio management strategies from those currently expected to be employed.

## Performance Disclosure: Mid-Cap Value Composite

Year	— Composite Assets—			Composite Gross of Fees Annual Return (%)	Composite Net of Fees Annual Return (%)	Russell Midcap® Value Index (%)	Composite 3 Year Standard Deviation (%)	Index 3 Year Standard Deviation (%)	Composite Dispersion (%)	Total Firm Assets (Incl. Model Portfolios)* (\$Bil)	Total Firm Assets (\$Bil)
	Dollars (\$ millions)	% of Firm Assets	Composite Accounts								
2016	80	1.1	1	24.40	23.48	20.00	11.10	11.46	-	7.476	7.169
2015	52	0.7	1	-0.28	-1.03	-4.78	10.14	10.86	-	7.606	7.382
2014	58	1.0	1	14.08	13.24	14.75	9.06	9.95	-	9.596	9.373
2013	53	1.0	1	32.17	31.21	33.46	11.99	13.89	-	10.009	9.794
2012	40	<1.0	1	13.75	12.97	18.51	15.01	17.00	-	9.565	9.343
2011	43	<1.0	1	1.19	0.51	-1.38	19.62	23.10	-	9.389	9.101
2010	46	1.0	1	21.59	20.85	24.75	-	-	-	8.989	8.711
2009	49	1.0	1	33.51	32.64	34.21	-	-	-	8.038	7.837
2008	41	1.0	2	-41.63	-42.02	-38.44	-	-	0.15	7.008	6.867
2007	105	1.1	3	2.82	1.60	-1.42	-	-	0.79	9.715	9.502
2006	88	1.1	1	13.59	12.25	20.22	-	-	-	8.396	8.368

\*Number includes a portion of assets where Denver Investments does not have discretionary trading authority. This information is supplemental to fully compliant presentation.

- 1) Denver Investment Advisors LLC (dba Denver Investments) is an independent investment advisor registered with the Securities and Exchange Commission under the Investment Advisers Act of 1940. Denver Investments provides fundamental investment management services to various institutional and private investors and mutual funds.
- 2) This composite was created in January 1998 (style inception was 1/1/1998). All returns are computed using a time-weighted total rate of return. The composite is defined to include all fee-paying, discretionary accounts managed according to the Mid-Cap Value strategy. The composite includes all actively managed equity accounts that are managed to the Russell Midcap® Value Index and primarily invest in mid-capitalization U.S. value equities. The Russell Midcap® Value Index is an unmanaged index that measures the performance of those Russell Midcap companies with lower price-to-book ratios and lower forecasted growth values. The stocks are also members of the Russell 1000® Value Index. FTSE Russell is the source and owner of the Russell Index data contained in this material and all trademarks and copyrights related thereto. Any further dissemination or redistribution is strictly prohibited. FTSE Russell is not responsible for the formatting or configuration of this material or for any inaccuracy in Denver Investments' presentation thereof. Index returns are not covered by the report of the independent verifiers.
- 3) Gross of fee returns are calculated gross of management and custodial fees, and net of transaction costs. Net of fee returns are calculated net of management fees and transaction costs, and gross of custodian fees. As of 1/1/15, net of fee returns were calculated by deducting the maximum applicable advisory fee in effect, pro-rated on a monthly basis. From 1/1/08 to 12/31/14, net of fee returns were calculated by deducting the maximum applicable advisory fee in effect, pro-rated on a quarterly basis. Prior to this date, net of fees returns were calculated using actual annual client fees, pro-rated on a quarterly basis. From 1/1/98 – 9/30/98, net results are from a non-fee paying account, so a model fee, equivalent to the highest fee that could have been charged (0.65%), has been deducted. Thereafter, actual fees have been deducted.
- 4) The dispersion of annual returns is measured by the standard deviation across unweighted portfolio gross returns represented within the composite for the full year. Dispersion is not shown for years in which only one account is present for the entire year.
- 5) Valuations and returns are computed and stated in U.S. dollars. Performance is calculated net of withholding taxes on foreign dividends and interest. Dividend income is recorded on the ex-dividend date and interest income is recorded on the accrual basis. Total returns for accounts are presented using the accrual basis of accounting for all fixed income and equity investments and on a cash basis for all cash equivalents.
- 6) Denver Investments claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Denver Investments has been independently verified for the periods 1/1/84 – 12/31/16. Verification assesses whether the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The Mid-Cap Value composite has been examined for the periods 12/31/03 – 12/31/16. The verification and performance examination reports are available upon request. A complete list and description of all firm composites is available upon request.
- 7) The maximum fee rate is 0.75%. Please reference Denver Investments' ADV for full fee schedule.
- 8) Policies for valuing portfolios, calculating performance and preparing compliant presentations are available upon request.
- 9) Past performance does not guarantee future results and future performance may be lower or higher than the performance presented.

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